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Military Market

MAGAZINE FOR THE MILITARY RESALE SYSTEM ARMY TIMES PUBLISHING COMPANY NOVEMBER 1988 $4.00

THE DIRECTION CONNECTION

The right connection at the Navy Supply Systems Command with Cmdr. William Kaloupek, director of the resale program assistance staff

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COSMETICS

Giving the Military Special Treatment

COMPLETE COVERAGE OF THE ALA CONVENTION IN D.C.

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serving the military resale system

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MWR Construction Status —

(AD means additional data is required)

INSTALLATION	PROJECT	COST ($000)	STATUS
AZORES			
Lajes Field	fast food	$0	
GERMANY			
Augsburg	comsy whse addn	$2,350	AD
Ayers Kaserne	branch exch (conv)/gas	$1,300	
Ben Franklin Village Hsg	comsy extension	$3,050	AD
Ben Franklin Village Hsg	expand shopping center	$5,500	
Bitburg AB	fast food	$0	
Blink Family Hsg	exch branch (foodland)	$720	
Dexheim	fast food	$0	
Fulda	fast food	$0	
Hahn AB	shopping center	$8,300	
Kirchgoens	fast food	$0	
Lucius D. Clay Kaserne	shopping center	$3,450	
Nathan Hale OM Area	comsy whse addn	$1,350	AD
Paul Revere Village	fast food	$0	
Reese Barracks	branch exch (conv)	$1,150	
Rhein Main AB	fast food	$0	
Rheinberg Kaserne	main exch retail store	$2,900	AD
Smith Barracks	comsy whse addn	$1,750	AD
Soesterberg AB	add/alter-comsy	$850	AD
Vogelweh AB	comsy	$9,900	AD
GUAM			
Andersen AFB	branch exch	$2,100	
Andersen AFB	merchandise processing area	$560	
ITALY			
NSO LaMaddalena	exch retail store/comsy	$697	DEFER
NSO LaMaddalena	exch retail store/comsy	$1,138	DEFER
JAPAN			
Camp Zama	car care center	$1,050	AD
FA Yokosuka	exch fit support facilities	$1,250	AD
KOREA			
8th Army Retreat Ctr	activation mini mall	$1,550	
Camp Red Cloud	branch exch (conv)	$550	
Camp Walker (Taegu)	comsy addn	$1,550	
TURKEY			
Incirlik AB	fast food	$0	
UNITED KINGDOM			
RAF Lakenheath	fast food	$0	
RAF Mildenhall	fast food	$0	
RAF Upper Heyford	fast food	$0	
ALASKA			
Elmendorf AFB	fast food	$0	
Ft. Richardson	shopping center alteration	$2,250	
Ft. Richardson	fast food	$0	
Ft. Wainwright	package beverage store	$1,630	
Ft. Wainwright	fast food	$0	
ALABAMA			
Ft. Rucker	fast food	$0	
ARKANSAS			
Blytheville AFB	fast food	$0	
Little Rock AFB	fast food	$0	
ARIZONA			
Williams AFB	fast food	$0	
CALIFORNIA			
Ft. Ord	branch exch (conv)/gas	$1,100	
Ft. Ord	expand shop. center	$12,000	
George AFB	comsy	$8,500	AD
MCB Camp Pendleton	fast food mall	$2,548	AD
MCB Camp Pendleton	repl fill sta-Chappo (22) Area	$555	AD
MCB Twentynine Palms	fast food	$1,433	AD
MCB Twentynine Palms	installation restaurant	$1,450	AD
Mather AFB	fast food	$0	
NAS Lemoore	fast food	$0	AD
NAS Long Beach	fast food	$0	AD
NAS Miramar	fast food	$0	AD
NAS Moffett Field	fast food	$0	AD
NAS Moffett Field	branch comsy store	$8,500	
NAS North Island	multi food court	$1,200	AD
NAS North Island	fast food	$0	AD
NAS Point Mugu	fast food	$0	AD
NAS San Diego	fast food	$0	AD
NAS San Diego	fast food	$0	AD
NCBC Port Hueneme	fast food	$0	AD
NS Mare Island	fast food	$0	AD
NS San Diego	multi food court	$1,200	AD
NTC San Diego	NEX laundry plant	$2,750	
Northern California	N. Cal. dist. center	$39,000	AD
Norton AFB	add/alter shopping center	$3,000	
Presidio of Monterey	fast food	$0	AD
Vandenberg AFB	fast food	$0	
COLORADO			
Lowry AFB	add/alter branch exch	$760	
CONNECTICUT			
NSB New London	fast food	$0	AD
DELAWARE			
Dover AFB	fast food	$0	
FLORIDA			
Eglin AFB Aux Field #9	comsy	$5,800	AD
Eglin AFB Aux Field #9	fast food	$0	AD
NAS Pensacola	fast food	$700	AD
NAS Whiting Field	fast food	$0	AD
NTC Orlando	fast food	$0	AD
GEORGIA			
Ft. Benning	expand shopping center	$3,300	
Ft. Benning	package beverage store	$780	
Ft. McPherson	fast food	$0	
Ft. Stewart	branch exch (conv)/gas	$860	
Moody AFB	fast food	$0	
NSCS Athens	fast food	$0	AD
Robins AFB	fast food	$0	AD
HAWAII			
NAS Barbers Point	fast food	$0	AD
NS Pearl Harbor	fast food	$0	AD
NS Pearl Harbor	comsy store expansion	$3,200	
Schofield Barracks	branch exch (conv)/gas	$1,300	
ILLINOIS			
Chanute AFB	fast food	$0	
NTC Great Lakes	multi food court	$1,200	AD
INDIANA			
Grissom AFB	fast food	$0	
KANSAS			
Ft. Leavenworth	package beverage store	$530	
McConnell AFB	fast food	$0	
LOUISIANA			
Ft. Polk	branch exch (conv)/gas	$960	AD
Ft. Polk	expand branch exch (conv)/gas	$700	AD
Ft. Polk	package beverage store	$810	
MASSACHUSETTS			
Ft. Devens	comsy	$8,200	
Hanscom AFB	fast food	$0	
MAINE			
Bangor Intl AP	shopping center	$2,300	DEFER
MICHIGAN			
Detroit Arsenal	comsy	$6,200	AD
KI Sawyer AFB	fast food	$0	
Selfridge ANG	package beverage store	$565	AD
Wurtsmith AFB	fast food	$0	
MISSOURI			
Whiteman AFB	fast food	$0	
Whiteman AFB	shopping center	$6,150	AD
Whiteman AFB	add/alter-comsy	$2,000	AD
MISSISSIPPI			
Keesler AFB	fast food	$0	
NAS Meridian	fast food	$0	AD
NCBC Gulfport	fast food	$0	AD
MONTANA			
Malmstrom AFB	fast food	$0	
NORTH CAROLINA			
MCB Camp Lejeune	fast food Court	$2,730	AD
Seymour-Johnson AFB	addn to comsy	$3,950	AD
Seymour-Johnson AFB	fast food	$0	AD
NORTH DAKOTA			
Grand Forks AFB	add/alter-comsy	$1,200	AD
NEBRASKA			
Offutt AFB	fast food	$0	
NEW HAMPSHIRE			
Pease AFB	fast food	$0	
NEW JERSEY			
NWS Earle	exch retail facility	$1,750	
NEW MEXICO			
Cannon AFB	fast food	$0	
NEW YORK			
Ft. Drum	package beverage store	$933	
Griffiss AFB	comsy addn	$1,200	AD
Griffiss AFB	fast food	$0	
West Point	consolidated gift facility	$1,850	
West Point	package beverage store	$740	
OKLAHOMA			
Altus AFB	fast food	$0	
PENNSYLVANIA			
Carlisle Barracks	fast food	$0	
NS Philadelphia	fast food	$0	AD
RHODE ISLAND			
NETC Newport	fast food	$0	AD
NETC Newport	exch conv store	$600	
SOUTH CAROLINA			
Ft. Jackson	branch exch (conv)/gas	$880	AD
Myrtle Beach AFB	fast food	$0	
NS Charleston	fast food	$0	AD
NWS Charleston	exch 7-day store addn	$600	
Shaw AFB	fast food	$0	
SOUTH DAKOTA			
Ellsworth AFB	add/alter branch exch (conv)/gas	$630	
Ellsworth AFB	comsy	$6,700	AD
Ellsworth AFB	construct shopping center	$5,400	
TENNESSEE			
NAS Memphis	fast food	$0	AD
NAS Memphis	NEX dist center	$1,350	
TEXAS			
Ft. Hood	branch exch (conv)/gas	$880	
Ft. Hood	branch exch (conv)/gas	$1,400	
Ft. Hood	branch exch (conv)	$1,900	
Ft. Sam Houston	toyland (4 Seasons)	$2,300	
Goodfellow AFB	fast food	$0	
Lackland AFB	add/alter shopping center	$4,700	
Randolph AFB	fast food	$0	
Sheppard AFB	fast food	$0	
VERMONT			
Hill AFB	comsy addn	$1,000	AD
VIRGINIA			
FETC Dam Neck	fast food	$0	AD
Ft. Myer	fast food	$0	
Langley AFB	fast food	$0	
NNSY Portsmouth	fast food	$0	AD
WASHINGTON			
NSB Bangor	fast food	$0	AD
NSB Bangor	NEX mini-mart/consl pack str	$950	
NAS Whidbey Island	location exch (Ault Field)	$1,900	

Armed services approves construction

The House Armed Services Committee's morale, welfare and recreation panel has approved a Pentagon package of non-appropriated fund construction projects to be paid for with funds expected to be raised in 1989.

The panel, chaired by Rep. Marvin Leath, D-Texas, gave the green light to construction on 155 projects included in a Sept. 20 proposal submitted by Marine Corps Lt. Gen. Anthony Lukeman, the Pentagon's deputy assistant secretary for military manpower and personnel policy.

The panel's approval means work can start on the projects. Approval was either delayed or deferred for 104 other projects.

In an Oct. 13 letter to Lukeman, Leath said the panel was delaying approval of 95 projects worth nearly $260 million until the Pentagon could provide additional data justifying their need. Those projects included the proposal for a $39-million northern California distribution center for the Army and Air Force Exchange Service.

The panel also has held up approval for Air Force commissary construction, pending resolution of a conflict with AFCOMS about Wee Serv convenience stores, and of Navy fast food outlets, pending assurances about operations overseas.

The MWR panel has to approve Defense Department plans to spend those funds. Pentagon officials say that the oversight authority has been a longstanding bone of contention.

In his letter to Lukeman, Leath cautioned that lawmakers believe the Pentagon staff continues to support poorly estimated and unnecessary projects suggested by local bases. This has forced the panel to spend "years reviewing, rejecting and approving with grave reservations projects that should never have been forwarded to Congress in the first place," he said.

Leath said the MWR panel is "convinced that, as long as construction requirements originate and are validated at the base level, and lack consistent and strong central management and oversight, we may be backing the MWR program into a [financial] corner."

An aide to the House Armed Services Committee, who asked not to be identified, said that the number of projects approved was somewhat low because the proposal was delivered to the MWR panel two months late. More projects would have been approved outright, he said, if the panel had had more time to consider them.

He added that the panel chose to provide quick approval on those projects considered plainly necessary, and will likely approve others individually as the Pentagon clears up questions about them.

A Pentagon official acknowledged that the annual requests from the services for the construction projects tend to arrive at the Pentagon sporadically. But, he said, congressional insistence that the Defense Department perform central oversight of those requests contributed to the delay in forwarding Lukeman's proposal.

[EDITOR'S NOTE: On the facing page, please see a list of the commissary and exchange projects which were proposed.]

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Military Market index

COMMISSARIES

		JULY			YEAR TO DATE		
		CY'88	CY'87	% CHANGE	CY'88	CY'87	% CHANGE
	CONUS	$170,105	$165,509	2.78	$1,129,879	$1,114,298	1.40
	OVERSEAS	39,116	34,595	13.07	257,728	232,556	10.82
AIR FORCE	TOTAL	209,221	200,104	4.56	1,387,608	1,346,854	3.03
	CONUS	117,600	115,710	1.63	801,500	782,985	2.36
	OVERSEAS	42,840	40,425	5.97	302,400	273,210	10.68
ARMY	TOTAL	160,440	156,135	2.76	1,103,900	1,056,195	4.52
	CONUS	60,373	58,198	3.74	449,614	439,006	2.42
	OVERSEAS	6,739	6,481	3.98	51,124	49,037	4.26
NAVY	TOTAL	67,112	64,679	3.76	500,739	488,044	2.60
	CONUS	14,023	13,975	0.34	97,022	94,853	2.29
	OVERSEAS	275	293	–6.14	2,151	1,915	12.32
MARINE CORPS	TOTAL	14,298	14,268	0.21	99,173	96,768	2.49
	CONUS	230	222	3.60	1,848	1,756	5.24
	OVERSEAS	315	272	15.81	2,051	2,123	–3.39
COAST GUARD	TOTAL	545	495	10.10	3,900	3,879	0.54
	CONUS	$362,331	$353,614	2.47	$2,479,863	$2,432,898	1.93
ALL	OVERSEAS	$89,285	$82,066	8.80	$615,454	$558,841	10.13
COMMISSARIES	TOTAL	$451,616	$435,680	3.66	$3,095,317	$2,991,739	3.46
GROCERY STORES	*U.S.*[1]	*$27.197*	*$26.095*	*4.22*	*$177.584*	*$170.850*	*3.94*

EXCHANGES

		JULY			YEAR TO DATE		
		CY'88	CY'87	% CHANGE	CY'88	CY'87	% CHANGE
	CONUS	$286,807	$270,374	6.08	$1,887,164	1,782,239	5.89
	OVERSEAS	217,867	196,871	10.66	1,525,860	1,326,856	15.00
AAFES	TOTAL	504,674	467,245	8.01	3,413,024	3,109,095	9.78
	CONUS[2]	94,936	89,293	6.32	695,349	634,380	9.61
	OVERSEAS[2]	43,699	38,374	13.88	308,098	274,695	12.16
NAVY	TOTAL[2]	138,635	127,667	8.59	1,003,447	909,075	10.38
	CONUS	30,444	30,408	0.12	206,105	200,892	2.59
	OVERSEAS	5,239	5,145	1.83	36,008	34,408	4.65
MARINE CORPS	TOTAL	35,682	35,553	0.36	242,113	235,300	2.90
	CONUS[3]	6,456	6,588	–2.00	44,878	45,794	–2.00
	OVERSEAS[3]	481	491	–2.04	3,343	3,411	–1.99
COAST GUARD	TOTAL[3]	6,937	7,079	–2.01	48,220	49,205	–2.00
	CONUS[4]	874	1,122	–22.10	8,814	9,882	–10.81
OVERSEAS[4]	1,725	2,570	–32.88	13,705	16,061	–14.67	
MAIL ORDER	TOTAL[4]	2,599	3,691	–29.59	22,520	25,942	–13.19
	CONUS	$ 9,517	$397,785	5.46	$2,842,310	$2,673,187	6.33
	OVERSEAS	$2 ,011	$243,451	10.50	$1,887,014	$1,655,431	13.99
ALL EXCHANGES	TOTAL	$6 528	$641,236	7.38	$4,729,324	$4,328,618	9.26
DEPARTMENT STORES	*U.S.*[1]	*$11.195*	*$10.763*	*4.01*	*$76.135*	*$72.758*	*4.64*

1) SOURCE: U.S. Department of Commerce. 2) Does not include sales of ship stores. 3) MM estimate, based on official data. 4) Includes consolidated sales for all services, including Coast Guard. NOTE: Individual figures may not add to totals because of rounding. All sales are expressed in thousands (add 000), except grocery stores and department stores, which are in billions. Commissary sales include appropriate surcharges; exchange sales include concession volume.
NOTE: Distribution of sales by CONUS and overseas is based on definition by respective service and system. Figures do not include sales tax.